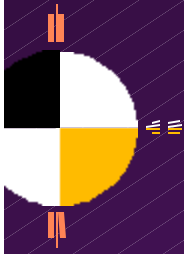


Market Research on the Indian Market Place

Susan Masten, President, National Congress of American Indians

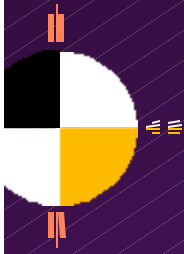
J.D. Williams, President, Tribal Telecommunications Association

Presenter: Sara Crazy Thunder, American Indian Account Manager,
Federal Technology Service-General Services Administration



Importance of Understanding Tribal Governments

- What is a Tribe?
- How are they established?
- Where do I find demographic information about the Tribe?
- How do I contact a Tribe to schedule a meeting?



Importance of Understanding Tribal Governments - Continued

INFORMATION MAY BE FOUND ON TRIBES ON THE
DEPARTMENT OF INTERIOR-BUREAU OF INDIAN
AFFAIRS WEBPAGE

- TRIBAL GOVERNMENTS
- INTER-TRIBAL ORGANIZATIONS
- INDIAN HISTORY AND CULTURE
- TREATIES, LAWS AND EXECUTIVE ORDERS

INDIAN SELF-DETERMINATION

CONSULTATION POLICIES

PROCUREMENT POLICIES INCLUDING "BUY INDIAN ACT"



Importance of Understanding the Mission of the Federal Agencies that Serve Indian Country

- **Department of Interior**

 - Bureau of Indian Affairs**

 - Office Of Indian Law Enforcement Services**

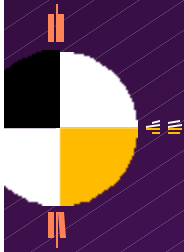
 - Office of Indian Education Program**

 - Office of the Special Trustee**

 - www.doi.gov**

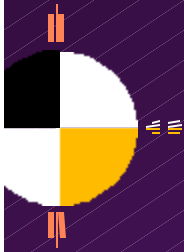
- **Federal Communications Commission**

 - www.fcc.gov**



Importance of Understanding the Mission of the Federal Agencies that Serve Indian Country

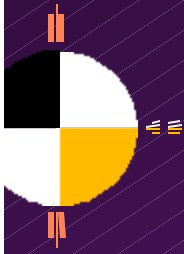
- Department of Health & Human Services
Indian Health Service - www.ihs.gov
- Department of Housing & Urban Development
Native Edge - www.nativeedge.gov
- Small Business Administration - www.sba.gov
- Environmental Protection Agency - www.epa.gov
- Department of Justice - www.doj.gov
- Department of Commerce - www.doc.gov
- Department of Agriculture - www.usda.gov
- Department of Transportation - www.dot.gov



Economic & Fiscal Importance of Indian Reservations to the US Economy

Department of Commerce Statistical Profile of Indian Country

- Approximately 574 Federally Recognized Tribes
- Approximately 300 Reservations
- Approximately \$2.4M American Indians
- Of the over 358,000 Indian Households approximately 46% do not have telephones. In some areas, telephone penetration among Indian households is as low as 16%



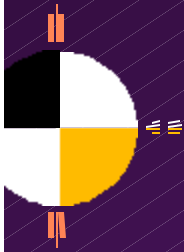
The Importance of Indian Country in the US Economy

- **\$3.1 Billion spending by households**
- **\$1.2 Billion spending by Tribes**
- **300,000 jobs = \$10 Billion in wages and salaries**



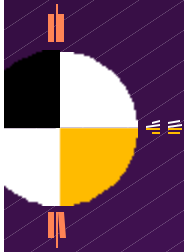
Industry Relationship Building in Distressed Communities

- **Legislative Support for Indian Policies**
- **Technical Assistance to Tribes**
- **Building Consortia to Better Enhance the Business Market**
- **Affordable Solutions and Project Capitalization**
- **Long-term Impact on Tribes and Industry Support after Project Completion**



ITTI 2001 IS AN OPPORTUNITY FOR INDUSTRY TO MEET

- TRIBAL LEADERS
- FEDERAL AGENCIES THAT PROVIDE
TELECOMMUNICATIONS AND ECONOMIC SERVICES TO
TRIBES
- TRIBAL TELECOMMUNICATIONS
- TRIBAL ENTERPRISES
- NATIONAL CENTER FOR AMERICAN INDIAN ECONOMIC
DEVELOPMENT
- NATIONAL INDIAN BUSINESS ASSOCIATION



GEE... HOW CAN I GET IN CONTACT WITH THE TRIBES?

- **Bureau of Indian Affairs Directories**

 - Tribal Leaders Directory**

 - Office of Indian Education Program Directory**

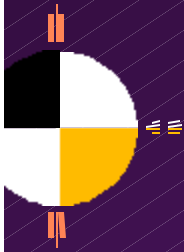
 - BIA Regional Office Directory**

 - All may be downloaded in a PDF file format from www.doi.gov

- **Indian Health Service Directory may be downloaded in a PDF file format from www.ihs.gov**

- **National Congress of American Indians**

 - URL: <http://www.ncai.org>



GSA/FTS Assisting Industry Partners, Tribes and Tribal Enterprises

- Assisting Industry Partners to Build Markets in Indian Country
- Increasing Outreach to Tribes
- Registering Technology Tribal Enterprises and 8(a) firms,
and Industry Partners on the: <http://it-solutions.gsa.gov>



THANK YOU!

**On behalf of the Native American Team
Federal Technology Service
General Services Administration**

**Sara Crazy Thunder
email: sara.crazythunder@gsa.gov**